

Message Text

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PAGE 01 STATE 055582
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FM SECSTATE WASHDC
TO AMEMBASSY TAIPEI PRIORITY
AMEMBASSY MANILA PRIORITY
INFO AMEMBASSY WELLINGTON PRIORITY

UNCLAS STATE 055582

TAIPEI PASS TRADE CENTER DIRECTOR

E.O. 11652: NA

TAGS: BEXP, TW, RP, NZ

SUBJECT: U.S. COMMERCIAL FISHING EQUIPMENT SPECIALIZED
TRADE MISSION

REF: (A) 10 FAM 374 (B) TAIPEI 7381 (C) MANILA 1958
(D) WELLINGTON 05703

1. FOR AMEMB WELLINGTON: IN VIEW OF THE PAST AND FUTURE
PLANNED COMMERCIAL EVENTS SIMILAR IN THEME TO THE SUBJECT
MISSION, IT HAS BEEN DECIDED TO OMIT AMEMB HOST COUNTRY
FROM MISSION ITINERARY.
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2. PROCUREMENT FOR SUBJECT MISSION WILL BE UNDERWAY
SOONEST. USDOC PROGRAM OFFICER WILL ENDEAVOR TO PROVIDE
TIMELY AND DETAILED INFORMATION ON ALL PROSPECTIVE MISSION
MEMBERS AS AVAILABLE. USDOC PROGRAM OFFICER FOR SUBJECT
IS ROBERT J. BUCALO.

3. AS A RESULT OF ADDITIONAL DESK MARKET RESEARCH, DATA INDICATES THAT A NARROWLY DEFINED MARKET SEGMENT EXISTS FOR U.S. COMMERCIAL FISHING EQUIPMENT AND TECHNOLOGY. THE IDENTIFIED TARGETED PRODUCT AND TECHNOLOGY CATEGORIES ARE AS FOLLOWS: SEA-FARMING TECHNOLOGY; DAM-BARGE FISHING TECHNOLOGY WITH ATTENDANT EQUIPMENT AND TRAINING;

PURSE-SEINERS (SPECIALTY CLASS 90 FOOT); SEAFOOD PROCESSING EQUIPMENT; COMMERCIAL REFRIGERATION SYSTEMS AS APPLIED TO SHIPBOARD INSTALLATION, LAND TRANSPORT VEHICLES (FROM POINT OF SHIP OFF LOADING TO SEAFOOD PROCESSING FACILITY) AND COLD STORAGE SUBSEQUENT TO PROCESSING; HIGH TECHNOLOGY FISH-FINDERS TO INCREASE FISH CATCHES PER VESSEL; FUEL CONSERVING AND EFFICIENT HIGH POWERED DIESEL ENGINES: SUBJECT MISSION PROCUREMENT EFFORTS WILL BE DIRECTED TO THE AFOREMENTIONED PRODUCT/TECHNOLOGY CATEGORIES. USDOC WOULD WELCOME POSTS COMMENTS ON SUITABILITY OF DEFINED PRODUCT/TECHNOLOGY CATEGORIES TO MISSION MARKETS SOONEST.

4. MARKET SAMPLING FURTHER INDICATED U.S INDUSTRY INTEREST FOR MISSION MARKETS AND SUBJECT EVENT IS MARGINAL. IN VIEW OF THIS MARGINAL INTEREST USDOC PROGRAM OFFICER WOULD APPRECIATE ANY UPDATED POSITIVE INFORMATION THAT COULD PROVE USEFUL IN THE SOLICITATION EFFORTS, I.E. FAVORABLE CHANGE IN MARKET DEVELOPMENTS; UNCLASSIFIED

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POSSIBLE CHANGE IN PRIORITIES BY HOST COUNTRY GOVERNMENT TO ACCELERATE THE EXPANSION AND MODERNIZATION OF THE FISHING FLEETS AND PROCESSING FACILITIES OR ANY OTHER RELEVANT INFORMATION POSTS CONSIDERS USEFUL.

5. FOR YOUR GENERAL BACKGROUND INFORMATION ON THE SUBJECT MISSION THEME, A COPY OF THE MARKET RESEARCH SUMMARY USED IN THE SOLICITATION OF THE SUBJECT MISSION IS BEING SENT TO ADDRESSEE POSTS VIA APO MAILED ON 28 FEB. 1978.

6. MISSION ITINERARY: IT HAS BECOME NECESSARY TO SCHEDULE THE DATES OF THE SUBJECT MISSION FROM SEPT. 1978 TO AUG. 1978 TO AVOID COMPETING WITH AN IMPORTANT DOMESTIC COMMERCIAL FISHING EXHIBIT IN MOBILE ALA., MID SEPT. 1978. THE PROPOSED MISSION ITINERARY FOR YOUR COMMENTS IS AS FOLLOWS:

MANILA - 21 THRU 25 AUG.

TAIPEI - ETA 26 AUG.

27 AUG. - NO OFFICIAL ACTIVITIES

28 AUG. THRU 1 SEPT. OFFICIAL MISSION ACTIVITIES.

A PRELIMINARY REVIEW OF YOUR COMMERCIAL SCHEDULE FOR
AUG.-SEPT. 1978 TIME FRAME INDICATES THE REVERSE OF
AFOREMENTIONED PROPOSED ITINERARY IS ALSO POSSIBLE.

7. MISSION PROGRAMMING: SUGGEST POST BEGIN CONSIDERING
AND PROPOSE A MISSION SCHEDULE TO INCLUDE ANY USEFUL
SITE VISITS TO MAJOR FISHING AREAS IN HOST COUNTRIES.

IF SITE VISITS ARE PROPOSED ADVISE IF OVER NIGHT
ACCOMMODATIONS WILL BE NECESSARY AND TYPE OF TRANSPORTA-
TION TO BE UTILIZED FOR VISIT.

8. MISSION BROCHURES: USDOC ACKNOWLEDGES AMEMB TAIPEI
AND MANILA PAST EXCELLENT SUPPORT IN PRODUCING
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HIGH QUALITY MISSION BROCHURES. CAN USDOC AGAIN PLAN
ON POSTS ASSISTANCE IN PREPARING MISSION BROCHURES FOR
SUBJECT EVENT. PLEASE CONFIRM SOONEST.

9. MISSION BUDGET: REQUEST POSTS ESTIMATE AND PROPOSE

AN APPROXIMATE BUDGET NECESSARY TO SUPPORT SUBJECT

MISSION ACTIVITIES. PLEASE ITEMIZE ESTIMATED EXPENSES.
CHRISTOPHER

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